

Message Text

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PAGE 01 SEOUL 08111 120910Z
ACTION EA-12

INFO OCT-01 EUR-12 ISO-00 CCO-00 PASO-00 AID-05 NEA-10
EB-08 TRSE-00 DODE-00 CIAE-00 INR-10 NSAE-00 /058 W
-----086073 120916Z /21

P 120750Z SEP 78
FM AMEMBASSY SEOUL
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 3448
AMCONSUL MONTREAL

UNCLAS SEOUL 8111

USDOC FOR MEPD, CAGNE AND AID/RDP
DEPARTMENT PASS U.S. CORPS OF ENGINEERS, MIDDLE-EAST REAR,
WINCHESTER, VIRGINIA

E.O. 11652: NA
TAGS: BENC, OPEC, OVIP, KS
SUBJECT: U.S. VISIT OF KOREAN OVERSEAS CONSTRUCTION
ASSOCIATION MISSION - OCTOBER 21 - 29, 1978

REF: (A) SEOUL 7472; (B) 77 SEOUL A-76

1. DURING RECENT CANADIAN-ROK COMMERCE MINISTERIAL, THE
TWO MINISTERS AGREED TO PROMOTE COOPERATION IN THIRD COUNTRIES
BETWEEN THE CONSTRUCTION INDUSTRIES OF THE TWO COUNTRIES.
THE OVERSEAS CONSTRUCTION ASSOCIATION IS ARRANGING FOR PRINCIPAL
REPRESENTATIVES OF 13 MAJOR CONSTRUCTION COMPANIES TO VISIT
VANCOUVER, OTTAWA AND MONTREAL FOR CONSULTATIONS WITH THEIR
COUNTERPARTS BEFORE VISITING NEW YORK (WHERE THREE MORE
COMPANIES WILL JOIN) FROM OCTOBER 21 TO 24, 1978; WASHINGTON
D.C. AND CULPEPPER, VIRGINIA FROM OCTOBER 24 TO 27; AND
LOS ANGELES FROM OCTOBER 27 TO 29, 1978. VISIT REPRESENTS
MAJOR OPPORTUNITY FOR DIRECT U.S. INDUSTRY CONTACTS
AS WELL AS FOR DISCUSSIONS BY U.S.G. OFFICIALS FROM THE
MANY AGENCIES HAVING INTEREST IN MID-EASTERN OPEC COUNTRY
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DEVELOPMENTS.

2. CANADIAN GOVERNMENT AGENDA INCLUDES: (A) SETTING UP
FUTURE CANADIAN MISSION TO VISIT ROK; (B) DETAILED DISCUSSIONS
RE-ESTABLISHMENT OF A STANDING COMMITTEE; (C) JOINT
INVESTMENT AND COOPERATIVE MEASURES IN THIRD COUNTRIES;
(D) USE OF CANADIAN CONSTRUCTION MATERIALS; AND (E) JOINT

DEVELOPMENT OF NATURAL RESOURCES. TALKS REPRESENT FOLLOW-UPS WITH PROVINAND FEDERAL COMMERCE OR TRADE DEPARTMENTS WHICH HAVE SENT OFFICIALS TO KOREA.

3. IN THE U.S. GROUP WISHES: (A) TO SEEK JOINT VENTURE OPPORTUNITIES WITH LARGE U.S. CONSTRUCTION FIRMS; (B) TO SEEK INFORMATION EXCHANGES WITH THE ASSOCIATION OF GENERAL CONTRACTORS; (C) CONSULTATION TO ESTABLISH MUTUAL COOPERATION AND SUPPORT WITH THE U.S. CORPS OF ENGINEERS; AND (D) ENLISTING THE PARTICIPATION OF U.S. RESIDENT KOREAN

SCHOLARS AND ENGINEERS AND THEIR COMPANIES IN THE OVERSEAS CONSTRUCTION FIELD.

4. IN NEW YORK THEY SPECIFICALLY WISH TO INCLUDE CONSULTATIONS WITH OFFICIALS OF (MCGROW HILL) ENGINEERING NEWS RECORD, 1221 AVENUE OF THE AMERICAS, N.Y. 10020, AS WELL AS FIRMS AND PERSONNEL IN 3 (A) AND (D) ABOVE.

5. IN WASHDC THEY SPECIFICIALLY DESIRE A PROGRAM OF CONSULTATIONS WITH USDOC MEPD AND CAGNE GROUPS AND WITH THE ASSOCIATED GENERAL CONTRACTORS ORGANIZATION ON OCTOBER 25. ON OCTOBER 26 THEY WISH A CONSULTATION PROGRAM WITH THE U.S. CORPS OF ENGINEERS, MIDDLE EAST REAR AT (CULPEPPER) WINCHESTER, VIRGINIA. THEY WILL DEPART FOR LOS ANGELES EVENING OF 27TH. AT L.A. THEY WILL FOLLOW SCHEDULE SIMILAR UNCLASSIFIED

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TO THAT IN NEW YORK.

6. DELEGATION WILL BE LED BY ASSOCIATION PRESIDENT PARK TONG KYU (BANKER AND FORMER ROK FINANCE MINISTER) AND INCLUDE PRESIDENTS OR MANAGING DIRECTORS OF: YOU ONE CONSTRUCTION; SHIN SEUNG CORP.; HAN YANG CONSTRUCTION; HAN SHIN CONSTRUCTION; HANGUK KUNUP CONSTRUCTION; HYUNDAI CONSTRUCTION; KOREA ENG. CONSULTANTS CORP.; SUKHAK INDUSTRIES; NAM KWANG CONSTRUCTION; YULSAN CONSTRUCTION AND DEVELOPMENT; CHIN HEUNG INTERNATIONAL; AND MIRYUNG CONSTRUCTION. ALL ARE HEAVILY ENGAGED IN THE MIDDLE EAST AND ARE KNOWN TO BE OF INTEREST TO U.S. ENGINEERING AND CONSTRUCTION FIRMS.

7. EMBASSY WILL PROVIDE TRAVEL DATA AND CONTACT POINTS FOR THE GROUP AS SOON AS AVAILABLE. REQUEST DEPARTMENT PREPARE TO ALEGANIZATIONS NAMED AS WELL AS FIRMS ON MAJOR PROJECT DISTRIBUTION LISTS AND APPOINT CONTROL OFFICER TO PREPARE SUBSTANTIVE PROGRAMS AT COMMERCE AND U.S. CORPS OF ENGINEERS, WINCHESTER TO INCLUDE AID-W WHICH IS INVOLVED IN CIVIL PROJECTS IN SAUDI ARABIA.

8. ACTION REQUESTED: CABLE EMBASSY SEOUL OF NAME AND

ADDRESS OF CONTROL OFFICER WITH OFFICE AND HOME PHONE
NUMBERS.
GLEYSTEN

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION INDUSTRY, VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 12 sep 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978SEOUL08111
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780382-0039
Format: TEL
From: SEOUL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780976/aaaackwv.tel
Line Count: 120
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: fccb5b52-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 SEOUL 7472, 77 SEOUL A-76
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1466241
Secure: OPEN
Status: NATIVE
Subject: U.S. VISIT OF KOREAN OVERSEAS CONSTRUCTION ASSOCIATION MISSION - OCTOBER 21 - 29, 1978
TAGS: BENC, OVIP, KS, OPEC
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/fccb5b52-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014